



Make No Mistake!

Things We Commonly Mistake for the Source of Our Supply by Michele Lisenbury Christensen

Business and career success and spiritual fulfillment are complementary aims. Each enriches the other when they are explored in tandem with mindfulness and commitment. The Soul of Business Success is my system for pursuing business success and spiritual fulfillment through one integrated path. This article will support you in one dimension of SBS: daring to risk in intelligent ways and move forward even in the presence of fear. This sort of daring in your career and business is what I call Courageous Commerce.

One simple belief lies at the very root of courageous commerce. Without this knowing, you will never be free from the fetters of fear. When you remember the truth of this statement, you are imperturbable amid the chaos. Know this: the source of your safety and livelihood is none other than universe itself, or God, Spirit, your Universal Self, or whatever word you use to name the unnameable All That IS. Simply, God is the source of your supply. And here's the bonus: The One is thrilled to provide that supply, no strings attached. Tough question: Are you willing to receive?

In my experience, many people confuse the CHANNELS through which their supply flows for the SOURCE from which they receive money, support, and security.

You know you're getting hooked on the channel when...

- You start to feel antsy about the performance of a certain stock or mutual fund.
- You feel anxious about the pink slips going around at work, fearing you're next.
- After you lose a client, you ask yourself, "How much business will drop away before I hit bottom?"
- Your partner talks about changing careers to something less lucrative but more rewarding and you think, "We'd never be able to pay the bills if they were in THAT field!"

Use the following list as a reminder the next time you begin to become attached to one particular channel and begin to mistake that channel of supply for your source of supply.

Ten Things You May MISTAKE for The Source of Your Good

And the things you're likely to tell yourself when you make that mistake.

1. **Yourself.** When you don't see success, you work harder and harder. You beat yourself up for the things you're not doing that would SURELY produce the results you want. You try to fix or control your environment, employees, business, and life so that you will be successful.
2. **Chance or fate.** You figure that your success or failure will come about independent of your thoughts and actions. Those who succeed seem to simply have gotten "lucky". You, on the other hand, sometimes feel "doomed to fail."
3. **An Angry and Fickle God.** When met with defeat, you consider all your sins and figure God is punishing you. You think it's righteous to be poor, anyway, so you'll be better off in the hereafter if you live a meager life on earth.

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4. **Wealthy people.** The reason you don't live a life of abundance is not that you can't create wealth; it's just that there's so much competition for the money! The Bill Gates' of this world keep the little guy down. The wealthy take advantage of the poor and stockpile all the resources, so how could you possibly succeed?
5. **Your competitors.** ... or your customers ... or your employees. If they would all just quit henpecking you, you might be able to make a buck. The competition is beating you down. The best way for you to succeed would be if they would just go out of business.
6. **Poor people.** If you were to get wealthy, it would mean you were a bad person, because for you to have more, someone else has to either work harder or have less. You're kinder and more philanthropic than that, so you make sure not to acquire too much wealth.
7. **The government.** You work hard, you earn money, but then it is all taken away in taxes. And between regulations, licenses, labor laws, and speed limits, you have no room to breathe, let alone thrive. The government is in the pocket of big business; they'll never let you make good.
8. **Large corporations.** Big companies exploit their workers and they run over small, local businesses. You'll never succeed because they won't let you. They buy everything cheaper; they can advertise more. You can think of dozens of ways they keep you from becoming wealthy.
9. **People who love you.** Your spouse wants you to stay in that dead-end job. Your father always told you you'd never amount to much. Your kids would be mortified if you did what you *really* want to do. You would have lots of money, if your family would quit spending so much.
10. **The economy.** Because of the economic slump, or changes in consumer preferences, you just can't make a decent living anymore. There's not enough demand for your skills, and they aren't training or even hiring people your age these days.

TRUTH: The abundant universe is the source of your good... all the good you can handle!

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Courageous Commerce Worksheet: Evaluate Your Decision With Courage

Most people only know two ways to deal with fear: "Sit here and let it paralyze me" or "Feel the fear and do it anyway." Neither of those has been particularly practical in my experience. Instead, I've found that fear is based on emotions, on past experiences, on threats from outside forces, or on projections of future events.... It's very, very seldom a valid criterion for evaluating your choices in a given situation. So the following exercise is designed to support you to set the fear aside so you can think clearly about the options themselves.

1. What is the decision you're trying to make?

2. On a separate sheet of paper, write down your fears about making this decision.

3. Tear that list of fears to shreds, affirming, "It's fine that I have these fears, but they are not going to be the basis for my decision."

4. What are the truly relevant criteria for making your decision? That is, what kinds of "yardsticks" will you use to measure the options against one another. Many people rely to some extent on their intuition, saying, "It will just feel right." I applaud that and add this caveat: Follow what feels right, EVEN when it feels "right but not GOOD." Whether because of fears, because of some down-side, or simply because it's new and different, many changes you make will feel BAD in some way, even though they feel like the RIGHT choice. We all know there are lots of ideas that feel "good" but not "right" <wink>, so make sure you leave room in your process for the converse: a decision that feels right but not good, at least in the short term.

My Criteria:

_____	_____
_____	_____
_____	_____

5. Gather enough information so that you can weigh the options using your criteria. Now that you know the yardsticks, how do your options measure up?

CRITERIA	OPTION I:	OPTION II:	OPTION III:
A			
B			
C			
D			
E			

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- 6. Move forward with the option that best seems to meet your criteria.** You truly can set fear aside and think (and intuit) clearly about your options. May your choices lead you to the life of your dreams!

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